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A Guide To Creating Winning Products With Agile
Development Teams

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Becoming an Awesome Product Owner is a book for Agile Product Owners, Product Managers, Product Leaders, Scrum Masters and anyone else trying to find answers in the confusing world of Agile. The book will answer questions like; I want to be a Product Owner, what do I need to do? What certification should I get? I am a Product Owner, but am I doing things the right way? What is product vision? And the list goes on. Agile is an effective and productive way of working and good Product Owners are in demand. This book goes beyond basic Agile training as it illustrates practical, hands-on product development from start to finish. This is a book not only for those who want to be exceptional Product Owners, but also for leaders, Agile coaches, Scrum Masters and business owners keen to implement the Agile methodology in their workplaces.

This is a comprehensive guide to Scrum for all (team members, managers, and executives). If you want to use Scrum to develop innovative products and services that delight your customers, this is the complete, single-source reference you've been searching for. This book provides a common understanding of Scrum, a shared vocabulary that can be used in applying it, and practical knowledge for deriving maximum value from it.

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42 Rules of Product Management is a collection of product management wisdom from forty experts from around the world. The goal of this book is to expose you to the wisdom and knowledge from a group of the world's leading product management experts. Among the contributors, there are leading authors, professors, CEOs and vice presidents, bloggers, consultants, trainers, and even a few salespeople and engineers. In total, there are over five centuries of collected wisdom represented here. The contributors each share one rule they think is critical to succeed in product management based on their hands-on product management and product marketing experience with companies such as Apple, eBay, Intuit, SAP, and Yahoo!

Nominated for a Small Business Marketing Book award!. You have 30 days to convert a user to a paying customer starting NOW. The clock is ticking. What will you do? Collecting and analysing the messaging and strategies the leading e-commerce, software and service companies use as they convert trial users to customers in the most important 30 days after sign-up. Each companies strategy is broken down and presented in an easy to use and understand visual guide. 30 days to sell is a must buy if you are looking to automate and improve new customer conversion. This book covers: Activation campaigns from the worlds leading web companies. Easy reference guide - what message to send and when. Full page examples of each marketing message. Steal ideas from successful entrepreneurs, marketers and growth hackers. Two new bonus chapters showcasing more activation campaigns.

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"Managerial styles are influenced by habit, familiarity, and workplace culture. It's no wonder that well-intentioned professionals doing their best to be good organizational leaders often repeat unhelpful supervisory practices experienced in their early careers, even if they disliked them at the time. In the DUH! Book of Management and Supervision, the author disagrees with many accepted leadership principles (unabashedly referring to them as myths) and makes new and different approaches easier to imagine. Her challenging and controversial concepts illustrated with poignant stories suggest common-sense and immediately applicable alternatives more suitable in today's workplace"--Back cover.

Are you a product leader looking for advice on how to be certain that every product manager on your team lives up to their full potential? Do you want to make sure your product people are competent, empowered, and inspired, and would you like to know how you can best help them on this journey? If you answered "yes" to any of these questions, then this book is for you! By the end of this book, you will understand: - Why you need to focus on the personal development of every product manager-and of the team as a whole-to unlock their full potential. - Why coaching is an important part of your job, and how to do it in the most effective way. - How you can define what a good product manager looks like. - How you can accurately assess product managers and provide them with valuable, actionable, and helpful feedback on their current performance that will help them perform even better. - Which methods/frameworks you

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can use to make sure product managers learn what they need to know to be more effective—enhancing their people skills. And you will be able to:

- Reflect on your own coaching personality and define your own areas for development.
- Efficiently prepare and use one-on-ones as your main coaching tool.

Envious of her best friends' lavish lifestyle, a young woman wonders how different her life would be if she had an opportunity to change her past.

21 privately-owned company owners share stories of how they leveraged advisory boards to help them build valuable, sustainable companies.

How do today's most successful tech companies—Amazon, Google, Facebook, Netflix, Tesla—design, develop, and deploy the products that have earned the love of literally billions of people around the world? Perhaps surprisingly, they do it very differently than the vast majority of tech companies. In *INSPIRED*, technology product management thought leader Marty Cagan provides readers with a master class in how to structure and staff a vibrant and successful product organization, and how to discover and deliver technology products that your customers will love—and that will work for your business. With sections on assembling the right people and skillsets, discovering the right product, embracing an effective yet lightweight process, and creating a strong product culture, readers can take the information they learn and immediately leverage it within their own organizations—dramatically improving their own product efforts. Whether you're an early stage startup working to get to product/market fit, or

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a growth-stage company working to scale your product organization, or a large, long-established company trying to regain your ability to consistently deliver new value for your customers, INSPIRED will take you and your product organization to a new level of customer engagement, consistent innovation, and business success. Filled with the author's own personal stories—and profiles of some of today's most-successful product managers and technology-powered product companies, including Adobe, Apple, BBC, Google, Microsoft, and Netflix—INSPIRED will show you how to turn up the dial of your own product efforts, creating technology products your customers love. The first edition of INSPIRED, published ten years ago, established itself as the primary reference for technology product managers, and can be found on the shelves of nearly every successful technology product company worldwide. This thoroughly updated second edition shares the same objective of being the most valuable resource for technology product managers, yet it is completely new—sharing the latest practices and techniques of today's most-successful tech product companies, and the men and women behind every great product.

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Happy About

Strategy Excellence for Product Managers takes a fresh look at the role of product strategy in navigating competitive and dynamic markets. It is

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targeted for those looking to move beyond managing their product to leading their product. The book explores three main areas: i) The five elements of a product strategy, ii) driving product growth, and iii) analyzing markets to identify areas you can win. While an Agile roadmap typically looks out about nine months, this book focuses the reader on how to position their product for where the market will be in three to five years.

ATTENTION TRAINERS: It's Not About YOU - It's About the LEARNER! What is the biggest mistake a trainer can make? Quite simply, it is focusing all of their efforts on themselves and not their students! Many inexperienced trainers fall into this trap, but it doesn't have to happen to you! This book provides easy-to-execute examples that, when utilized, will make any rookie trainer look like a seasoned pro in just one day! You will learn how to structure the classroom experience in such a positive way that I guarantee it will make a difference in your professional life and in the lives of your participants. The techniques outlined in this book will help you to become the Great Trainer you have always wanted to be - because although good trainers may know these methods, Great Trainers make it happen! Inside, you will discover how to: -Create an inviting physical and emotional learning environment for your students. An inviting learning environment leads to higher levels of participation, retention, and on-the-

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job application! -Be less of an instructor and more of a "Tour Guide." Utilizing tour guide techniques will make your class anything-but-ordinary, causing people to look forward to your next event! -Utilize Great Trainer techniques whether you're facilitating a 5-day course, a 60-minute training session, or a 15-minute presentation! -Apply the techniques that will help you go WACCO for your participants - without spending a dime! Get on the road to continuous training improvement and start reading! Personal account of how a traumatic injury brought the author closer to God.

"Agile Excellence for Product Managers" is a plain-speaking guide on how to work with Agile development teams to achieve phenomenal product success. It covers the why and how of agile development (including Scrum, XP, and Lean,) the role of product management, release planning, and more.

The struggle for democracy in workplaces and political organisations across Britain is a work in progress. Snapshots of these battles are illustrated by three examples. The first examines the ongoing attempts by factory workers employed by food manufacturing giant Samworth Brothers to demand the right to collective bargaining. Next, using Leicester as a case study, this book scrutinises why New Labour dominated city councils continue to refuse to build a united fightback against Tory

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austerity. And finally, a positive example of organising against austerity, which documents a recent campaign that was waged successfully by the Fire Brigades Union, is provided.

Declare Y.E.S. loud and clear to create new possibilities in your life and leadership.

Unlock your product management potential and achieve breakthrough performance for your products and company! If you're looking for an effective and proven approach to product management – one that recognizes that the majority of product managers enter the field with little or no training and must learn through trial and error – this is the book for you. Take Charge Product Management guides you step-by-step along the product management path with tips, tactics, and tools to make you and your products more successful. Whether you're a new or experienced product manager, or a seasoned executive leading a team of product managers, this hands-on guide arms you with best practices to optimize your time and effectiveness and increase your value. Learn how to:

- Understand what's expected of you at each stage of your company's growth
- Add value to your organization by understanding your executives' expectations
- Evaluate the range of product management approaches available
- Gather the mission-critical information you need to succeed
- Develop an effective vision for your offering
- Align your

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organization behind your product decisions • Form cross-functional teams and synchronize with the development team • Shift from reactive to proactive product management • Document your results

Did you know that by adding a few simple steps to your selling process you could achieve sales you only dreamt of in the past?

GoodbyeSellingProblems.com provides a 12 step system that you, as a business owner, or you, as a sales manager, can implement in less than a day and dramatically increase your results. Your sales efforts become much more productive and less stressful. It provides a framework for small businesses to structure their sales process. It strips away all the "fluff" and confusion that you encounter with most expensive sales training courses. The simple 12 step system provides a "nuts and bolts" approach to selling. It allows you to enter every sales situation with a purpose for closing the sale and gets you away from the deadly "sales visit" dilemma that most business owners and sales professionals fall into. In a just a few hours, you can literally gather the information that system introduces you to and make the most powerful sales presentation your company has ever encountered. When this system becomes part of your selling culture, it will provide you with improved sales, greater margins, and eliminate the competition. Author, Buzz Glover, after quietly reviewing and critiquing the sales people that called

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on him in his own businesses for over 15 years, became disillusioned with the fact that the great majority of salespeople were ill-prepared to sell their products or services. He knew that if he could introduce them to a system that he had developed and refined as a salesperson (and later as a sales manager), they could easily become much more effective at closing more sales faster! The system became a reality when he wrote this book as a companion to his system's website, www.goodbyesellingproblems.com. Through this sales system he is confident that he can change the way small businesses sell and make fundamental cultural changes in their approach to marketing their products and services.

Nobody likes a smart aleck! Beryl and Nigel get together again six years after their college graduation and resume their word-slinging ways. One is a country pastor and the other is president of a small Christian college. Beryl is suffering the boredom of not having enough to do in his small village church. Nigel is challenged by colorful faculty members with questionable doctrinal positions, a micromanaging board, and a property developer who wants to buy the campus out from under the school. Beryl is persuaded to take classes in Nigel's seminary as a way to isolate some of the problems. They also enlist Beryl's father Daryl, a wealthy real estate developer and businessman, to track down some of the irregularities in the management of the school. Beryl's life is complicated by the need to manage both his class work and his

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pastorate. After being smitten by Nigel's blonde secretary, the resulting tumultuous relationship distracts everyone. Even after Daryl, Nigel and Beryl remove the board chairman, the tension rapidly builds to a series of events which threaten the lives of the three main characters.

A guide to product management exploring the best practices: identifying the impact-driven product, planning for success, setting up and measuring time-bound metrics, and developing a lean product roadmap. Key Features Identifying Impact-Driven Products Investing in Key Business Outcomes Value mapping to maintain a lean product backlog Utilizing time-bound product metrics Eliminating process waste Book Description Lean Product Management is about finding the smartest way to build an Impact Driven Product that can deliver value to customers and meet business outcomes when operating under internal and external constraints. Author, Mangalam Nandakumar, is a product management expert, with over 17 years of experience in the field. Businesses today are competing to innovate. Cost is no longer the constraint, execution is. It is essential for any business to harness whatever competitive advantage they can, and it is absolutely vital to deliver the best customer experience possible. The opportunities for creating impact are there, but product managers have to improvise on their strategy every day in order to capitalize on them. This is the Agile battleground, where you need to stay Lean and be able to respond to abstract feedback from an ever shifting market. This is where Lean Product Management will help you thrive.

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Lean Product Management is an essential guide for product managers, and to anyone embarking on a new product development. Mangalam Nandakumar will help you to align your product strategy with business outcomes and customer impact. She introduces the concept of investing in Key Business Outcomes as part of the product strategy in order to provide an objective metric about which product idea and strategy to pursue. You will learn how to create impactful end-to-end product experiences by engaging stakeholders and reacting to external feedback. What you will learn How do you execute ideas that matter? How can you define the right success metrics? How can you plan for product success? How do you capture qualitative and quantitative insights about the product? How do you know whether your product aligns to desired business goals? What processes are slowing you down? Who this book is for If you are leading a team that is building a new product, then this book is for you. The book is targeted at product managers, functional leads in enterprises, business sponsors venturing into new product offerings, product development teams, and start-up founders.

This book provides a big picture of the key wireless industries, what systems and technologies they use, how they operate, their market trends, and what services they provide. If you are involved or you are getting involved in the wireless industry, your life is changing. The growth and decline of wireless industries can be well over 40% per year and it rapidly changes. Some wireless systems that were "hot technologies" just 10 years ago with

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billions of dollars in investment with national or global presence are simply gone. This information covered in this book ranges from the basics to what's new in wireless. You will learn that each wireless industry has its own unique advantages and limitations, which offer important economic and technical choices for managers, salespeople, technicians, and others involved with wireless telephones and systems. This book provides the background for a good understanding of the major wireless technologies, issues, and options available. The book starts with a basic introduction to wireless communication. It covers the different types of industries, who controls and regulates them, and provides a basic definition of each of the major wireless technologies. A broad overview of the telecom voice, data, and multimedia applications is provided. You will discover the fundamentals of wireless technologies and their terminology are described along with how the radio frequency spectrum is divided, the basics of radio frequency transmission and modulation, antennas and radio networks. The different types of analog and digital mobile telephone systems and their evolution are covered. Included is the basic operation, attributes and services for analog cellular(1st generation), digital cellular (2nd generation), packet based cellular (2 = generation), and wideband cellular (3rd generation) communication systems. Private land mobile radio (PLMR) dispatch and two-way radio systems are explained along with how they are changing from proprietary analog systems to advanced digital multimedia communication systems. The basics of

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mobile data are provided along with the available types of packet and circuit switched data systems and how they operate. Descriptions of paging systems are provided and you will discover how paging systems are evolving from one-way numeric messaging to two-way interactive information services. Important characteristics of satellite systems are covered. An overview of fixed wireless systems including point to point microwave, wireless cable, and broadband wireless is included. The fundamentals of radio and television broadcast systems are covered along with how they are converting from analog to digital systems and why in just a few years service to existing radios and telephones will stop. The fundamentals of residential cordless, public cordless and WPBX telephone systems covered. Wireless local area networks (WLANs) basics are provided including the different versions of 802.11. Short-range Bluetooth wireless is explained along with how it is used by accessories such as headsets, keyboards, cameras, and printers. The fundamentals of billing and customer care systems are provided along with these systems collect and process service and usage charges.

In *Large-Scale Scrum*, Craig Larman and Bas Vodde offer the most direct, concise, actionable guide to reaping the full benefits of agile in distributed, global enterprises. Larman and Vodde have distilled their immense experience helping geographically distributed development organizations move to agile. Going beyond their previous books, they offer today's fastest, most focused guidance: "brass tacks" advice and field-proven best practices for achieving value fast, and achieving

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even more value as you move forward. Targeted to enterprise project participants and stakeholders, Large-Scale Scrum offers straight-to-the-point insights for scaling Scrum across the entire project lifecycle, from sprint planning to retrospective. Larman and Vodde help you: Implement proven Scrum frameworks for large-scale developments Scale requirements, planning, and product management Scale design and architecture Effectively manage defects and interruptions Integrate Scrum into multisite and offshore projects Choose the right adoption strategies and organizational designs This will be the go-to resource for enterprise stakeholders at all levels: everyone who wants to maximize the value of Scrum in large, complex projects.

Shows you what it takes to develop products that blow your users away—and take market share from your competitors. This book will explain how the principles behind agile product development help designers, developers, architects, and product managers create awesome products; and how to look beyond a shiny user interface to build a great product. Most importantly, this book will give you a shared framework for your product development team to collaborate effectively. Product development involves several key activities—including ideation, discovery, design, development, and delivery—and yet too many companies and innovators focus on just a few of them much to the detriment of the product's success in the marketplace. As a result we still continue to see high failure rates in new product development, be it inside organizations or startups. Unfortunately, or rather fortunately, these failures are

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largely avoidable. In the last fifteen years, advances in agile software development, lean product development, human-centered design, design thinking, lean startups and product delivery have helped improve individual aspects of product development. However, not enough guidance has been available to integrate them in the context of the product development life cycle. Until now. Product developer extraordinaire Tathagat Varma in *Agile Product Development* integrates individual knowledge areas into a field manual for product developers. Organized in the way an idea germinates, sprouts, and grows, the book synthesizes the body of knowledge in a pragmatic way that is more natural to the entire product creation process rather than from individual practices that constitute it. In today's hyper-innovative world, being first to the market, or delivering feature-loaded products, or even offering the latest technology doesn't guarantee success anymore. Sure, those elements are all needed in the right measures, but they are not sufficient by themselves. And getting it right couldn't be more important: Building products that deliver awesome user experiences is the top challenge facing businesses today, especially in a post-Apple world where user experience and design has been elevated to a cult status.

Lean User Testing: A Pragmatic Step-by-Step Guide to User Tests If you believe in agile software development and delivering value to your customers and your company, reading this book is the right decision as it will greatly support your process to identify and create valuable, feasible and usable products. "We Know What

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"We Need to Build" Who hasn't yet heard that dreaded, gut feeling-based notion in the past? To my experience, it is rarely valid, but more often an expression of an outdated thinking, that values output over outcome, that believes in requirement documents and micromanaging the product team. This book, however, is dedicated to completely different approach, that Steve Blank once wrapped up in his famous quote: "There are No Facts Inside Your Building - Get Outside." And you should do so as early as possible in the process -it is the most important task of any product team. This book is therefore a deliberately short, focused, pragmatic manual for everyone, who designs, develops or markets software: Product manager, engineers and designers (UX/UI). It is based on hundreds of user interviews that I have run up to now and provides all you need to know to start your own user interview initiative in about two hours of your time. Save up to 90% of Typical User Interview Costs And there is more good news: The lean user testing approach will save up to 90% of the costs compared to outsourcing user interviews to a professional usability agency, but will return at least 80% of possible insights. Avoid Building Expensive Features Nobody Wants No more flying blind in the early stages: Test your hypotheses quickly and turn product discovery into your advantage over the competition. Learn how to avoid wasting money on software nobody wants and how to deliver value instead. Obsolete features aren't just expensive to build. They also need to be maintained and probably be removed at a later stage again, not to mention their opportunity costs: Imagine what you could

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have built instead. Gain More Runway for Your Startup

Optimizing the cycle-time of your product hypotheses will focus available engineering and product management resources on valuable, usable and feasible features, thus extending your runway and improving your standing for the next funding round. Improve Communication with Stakeholders User tests greatly simplify the

communication with stakeholders - the interviews, you will be running, are your product organization's first line of defense when it comes to turning down unreasonable feature requests. About the Author The author has worked for many years as a product manager and agile coach (Scrum, Lean Startup, Lean Change). During that time, he developed B2C as well as B2B software, mainly for startups, including a former Google subsidiary. He originally studied chemistry, business administration, and law. However, he has never worked in a laboratory.

Instead, back in 1996, he released the first online shop software with SAP R/3 connectivity, only to learn that the early bird does not necessarily catch the worm. After his move to Berlin, Germany, he founded a marketplace for local service. In 2011, Entrepreneurs Club Berlin e.V. followed, as did Startup Camp Berlin- one of the largest German startup conferences today. His latest project, Age Of Product - Invent For Your Customers, focuses on the exchange of knowledge between product people, designers, and developers. It is about lessons learned and best practices on how to identify which product to build and how to build it in an efficient way. Age Of Product will host events and workshops in Berlin from autumn 2015 on and might also organize a new

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conference in the near future."

Discover how to become an entrepreneur by starting your own small business Do you hate your job? Are you looking for a way to build the lifestyle you want? Do you want to work from home but have no business ideas? Would you like to explore new business opportunities? Becoming an entrepreneur and starting your own business is actually not as difficult as what most people would have you believe. You don't need a MBA or business degree, nor do you need years of experience. Entrepreneurs start small businesses, often highly successful, with a few simple business ideas and not much else. Take Action! and Start your own Business explores why entrepreneurs go out on their own and how they go about it. **** The myths surrounding starting your own business are stripped away. This book will show you: How to start your own business. Where to look for new business ideas. How entrepreneurs take business ideas and turn them into profit. How running a small business can free you from the rat race. How to build your life around your unique purpose in life. Taking Consistent Action is Key to Changing your LifeDo you want your own profitable small business that will bring fame and success? Do you desire financial independence and personal freedom? Would you love to improve your relationships and make them more fulfilling by being able to spend more quality time with your loved ones?**** Becoming an entrepreneur and starting your own business becomes easy once you know how. You can achieve all of the above, but you must be willing to take action. If you apply the principles taught, you can

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become an entrepreneur and start a small business faster than what you ever imagined possible. Will this be one of those books that will change your life and start you on your entrepreneurial journey? There's only one way to find out ...Starting a business has never been made this easy!

"42 Rules of Product Management" is a collection of product management wisdom from forty experts from around the world. The goal of this book is to expose you to the wisdom and knowledge from a group of the world's leading product management experts. Among the contributors, there are leading authors, professors, CEOs and vice presidents, bloggers, consultants, trainers, and even a few salespeople and engineers. In total, there are over five centuries of collected wisdom represented here. The contributors each share one rule they think is critical to succeed in product management based on their hands-on product management and product marketing experience with companies such as Apple, eBay, Intuit, SAP, and Yahoo!. Packed with pearls of product management wisdom, this book has something for everyone. You will learn: How to focus on market needs, not just individual requests How to clarify your product positioning before your next big decision How to align your product strategy with company strategy - and then sell it Why agility is the key to product management success Why great execution trumps a great product idea Best of all, it was written with the busy product manager in mind. Each rule is kept to two pages and designed to stand on its own. The rules can be read in any order. In less than five minutes a day, you can

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Learn from forty of the best product managers in the world. Whether you are a seasoned and experienced product manager or are just starting out, the "42 Rules of Product Management" will help you lead with greater effectiveness and influence.

Best practices for managing projects in agile environments—now updated with new techniques for larger projects Today, the pace of project management moves faster. Project management needs to become more flexible and far more responsive to customers. Using Agile Project Management (APM), project managers can achieve all these goals without compromising value, quality, or business discipline. In Agile Project Management, Second Edition, renowned agile pioneer Jim Highsmith thoroughly updates his classic guide to APM, extending and refining it to support even the largest projects and organizations. Writing for project leaders, managers, and executives at all levels, Highsmith integrates the best project management, product management, and software development practices into an overall framework designed to support unprecedented speed and mobility. The many topics added in this new edition include incorporating agile values, scaling agile projects, release planning, portfolio governance, and enhancing organizational agility. Project and business leaders will especially appreciate Highsmith's new coverage of promoting agility through performance measurements based on value, quality, and constraints. This edition's coverage includes:

Understanding the agile revolution's impact on product development
Recognizing when agile methods will work

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In project management, and when they won't Setting realistic business objectives for Agile Project Management Promoting agile values and principles across the organization Utilizing a proven Agile Enterprise Framework that encompasses governance, project and iteration management, and technical practices Optimizing all five stages of the agile project: Envision, Speculate, Explore, Adapt, and Close Organizational and product-related processes for scaling agile to the largest projects and teams Agile project governance solutions for executives and management The "Agile Triangle": measuring performance in ways that encourage agility instead of discouraging it The changing role of the agile project leader The Provocative and Practical Guide to Coaching Agile Teams As an agile coach, you can help project teams become outstanding at agile, creating products that make them proud and helping organizations reap the powerful benefits of teams that deliver both innovation and excellence. More and more frequently, ScrumMasters and project managers are being asked to coach agile teams. But it's a challenging role. It requires new skills—as well as a subtle understanding of when to step in and when to step back. Migrating from "command and control" to agile coaching requires a whole new mind-set. In *Coaching Agile Teams*, Lyssa Adkins gives agile coaches the insights they need to adopt this new mind-set and to guide teams to extraordinary performance in a re-energized work environment. You'll gain a deep view into the role of the agile coach, discover what works and what doesn't, and learn how to adapt powerful skills from many allied disciplines, including the fields of professional coaching and mentoring. Coverage includes

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Understanding what it takes to be a great agile coach
Mastering all of the agile coach's roles: teacher, mentor, problem solver, conflict navigator, and performance coach
Creating an environment where self-organized, high-performance teams can emerge
Coaching teams past cooperation and into full collaboration
Evolving your leadership style as your team grows and changes
Staying actively engaged without dominating your team and stunting its growth
Recognizing failure, recovery, and success modes in your coaching
Getting the most out of your own personal agile coaching journey
Whether you're an agile coach, leader, trainer, mentor, facilitator, ScrumMaster, project manager, product owner, or team member, this book will help you become skilled at helping others become truly great.
What could possibly be more rewarding?

Lawley teaches project managers how to work more effectively with their teams, how to influence, how to get the most important work done in less time, and how to manage and accelerate one's career.

Your one-stop guide to becoming a product management prodigy
Product management plays a pivotal role in organizations. In fact, it's now considered the fourth most important title in corporate America—yet only a tiny fraction of product managers have been trained for this vital position. If you're one of the hundreds of thousands of people who hold this essential job—or simply aspire to break into a new role—Product Management For Dummies gives you the tools to increase your skill level and manage products like a pro. From defining what product management is—and isn't—to exploring the rising importance of product management in the corporate world, this friendly and accessible guide quickly gets you up to speed on everything it takes to thrive in this growing field. It offers plain-English explanations of the product life cycle, market research, competitive analysis,

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market and pricing strategy, product roadmaps, the people skills it takes to effectively influence and negotiate, and so much more. Create a winning strategy for your product Gather and analyze customer and market feedback Prioritize and convey requirements to engineering teams effectively Maximize revenues and profitability Product managers are responsible for so much more than meets the eye—and this friendly, authoritative guide lifts the curtain on what it takes to succeed.

If you're currently an engineer and have been offered a management job at a startup, this book is for you! If you're an engineer wondering what your manager is supposed to do for you, this book is for you as well! Drawing from the author's experience as an engineer and manager, this book explains: When to consider doing management work. How to put together a team. What to consider when interacting with engineers. How to hire top engineers for your startup. How to pick engineering leaders. How to define processes and a process cookbook. When you don't need a process. How to report to your managers. How compensation systems and promotion systems work, and when they fail. Foreword by Harper Reed. This kind of books are nowhere to be found...as an engineer probing in the dark for "what's next" I have looked very hard for career guidance for the past few years, and yours are the only books to give enlightenment. --- Cindy Zhou Whether experienced or aspiring, this book will be a great manual to help understand and be successful at this mysterious craft. --- Harper Reed, from the Foreword.

Process to Product is written by industry professional Brian Herskowitz, an award winning writer, producer, director with twenty-five years of teaching experience. The book guides the student writer through the process of screenwriting, simply and clearly, from the development of an idea through the finished, polished script. Easy to understand with in-depth

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examples and helpful exercises, this book puts the reader on the path to the best screenplay they can create.

Unlock your product management potential and achieve breakthrough performance for your products and company! If you're looking for an effective and proven approach to product management - one that recognizes that the majority of product managers enter the field with little or no training and must learn through trial and error - this is the book for you. Take Charge Product Management guides you step-by-step along the product management path with tips, tactics, and tools to make you and your products more successful. Whether you're a new or experienced product manager, or a seasoned executive leading a team of product managers, this hands-on guide arms you with best practices to optimize your time and effectiveness and increase your value. "Take Charge Product Management is a great read to understand both the field and the role of product management. However this book goes further with valuable lessons for all product managers to master including; product lifecycle management, aligning development and product management goals, and establishing process around business outcomes. It's a truly enjoyable read." - Greg Cohen, author of Agile Excellence for Product Managers "I wish I had this book 10 years ago when I had started my career...but what is nice about this book is that I know I will continue to use it for the next 10 years of my career." - Silicon Valley Product Management Association Book Review Take Charge Product Management is "a great, easy-to-read introduction that includes a lot of good tips and nuggets of wisdom about how to operate effectively within an organization as a product manager." - Jeff Lash, How To Be A Good Product Manager "Geracie is teaching through a fundamental tool that all product managers should know, "the user persona/user story." If only text books were written like this, learning would be easier, more relevant, and much more

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enjoyable." - Boston Product Management Association Book Review "Greg Geracie has compiled a thoroughly 'user friendly', 232-page compendium of instructions, advice, commentary, insights, tips, tricks, tools and techniques for adding value...a complete course under one cover! "Take Charge" fully lives up to the promise of its title and is enthusiastically recommended reading!" - The Midwest Book Review "Greg Geracie's book Take Charge Product Management does an excellent job of explaining why the role of a product manager is so central to the successful integration of a company's business functions. I also found Greg's description of the Agile software development process and its impact upon product managers to be particularly insightful." - MIT Professor Steven Eppinger co-author of Product Design and Development "Take Charge Product Management is easy to read with a nice casual style to the writing. It's clear that Greg has lived through much (if not all) of Sean's experiences himself during his career and is now imparting the wisdom gained to the next generation of new Product Managers." - Saeed Khan, On Product Management "Geracie nails it with Take Charge Product Management. The book's format really brings home the tools and processes that are required to become a leader in any organization's product management function. Take Charge Product Management should be the new bible for all product managers!" - Kevin Maguire, General Manager, Philips Healthcare About the Author Greg Geracie is the President and Founder of Actuation Consulting, LLC., providing product management advisory services, training, and consulting to organizations nationwide. Actuation Consulting is the culmination of over 23 years' experience in product management and marketing leadership positions for start-ups, private equity-backed ventures, mid-sized companies, and multi-billion dollar corporations.

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In today's lightning-fast technology world, good product management is critical to maintaining a competitive advantage. Yet, managing human beings and navigating complex product roadmaps is no easy task, and it's rare to find a product leader who can steward a digital product from concept to launch without a couple of major hiccups. Why do some product leaders succeed while others don't? This insightful book presents interviews with nearly 100 leading product managers from all over the world. Authors Richard Banfield, Martin Eriksson, and Nate Walkingshaw draw on decades of experience in product design and development to capture the approaches, styles, insights, and techniques of successful product managers. If you want to understand what drives good product leaders, this book is an irreplaceable resource. In three parts, Product Leadership helps you explore: Themes and patterns of successful teams and their leaders, and ways to attain those characteristics Best approaches for guiding your product team through the startup, emerging, and enterprise stages of a company's evolution Strategies and tactics for working with customers, agencies, partners, and external stakeholders

The rules and practices for Scrum—a simple process for managing complex projects—are few, straightforward, and easy to learn. But Scrum's simplicity itself—its lack of prescription—can be disarming, and new practitioners often find themselves reverting to old project management habits and tools and yielding lesser results. In this illuminating series of case studies, Scrum co-creator and evangelist Ken Schwaber identifies the real-world lessons—the successes and failures—culled from his years of experience coaching companies in agile project management. Through them, you'll understand how to use Scrum to solve complex problems and drive better results—delivering more valuable software faster. Gain the foundation in Scrum theory—and

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practice—you need to: Rein in even the most complex, unwieldy projects Effectively manage unknown or changing product requirements Simplify the chain of command with self-managing development teams Receive clearer specifications—and feedback—from customers Greatly reduce project planning time and required tools Build—and release—products in 30-day cycles so clients get deliverables earlier Avoid missteps by regularly inspecting, reporting on, and fine-tuning projects Support multiple teams working on a large-scale project from many geographic locations Maximize return on investment!

FORGE A POWERFUL STRATEGY TO BECOME A PRODUCT MANAGER WHO DELIVERS RESULTS The world of business is moving at breakneck speed. More is being demanded of everyone--with fewer resources than ever. In no profession is this more apparent than Product Management. Written by one of today's leading Product Management thought-leaders, Steven Haines, *The Product Manager's Survival Guide* provides best practices, practical on-the-job advice, and a step-by-step blueprint for succeeding in Product Management. Whatever your level of experience--whether you're a novice product manager or seasoned Product Management leader--you'll find everything you need to make consistent positive impacts on your business. With this practical guide in your hands, you have the most powerful tool available for increasing your productivity quickly and dramatically--in a way that is noticeable and measurable. *The Product Manager's Survival Guide* is conveniently organized into four sections: I. Getting Your Bearings: Map out your plan to begin the journey to success II. Learning the Product's Business: Go beyond features and functions to become the product expert, customer advocate, and domain expert III. Getting Work Done: Synchronize and orchestrate the work of others to help

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everyone maintain focus on company goals IV. Moving Forward: Round out your experience to take the next critical steps in your Product Management career The only way to excel as a product manager is to develop a strategy for the long run. Start formulating one now and you will be well ahead of your competition--internally and externally. The Product Manager's Survival Guide gives you the tools and insight you need to start putting the pieces in place now--so you can succeed well into the future.

Lean Software Development: An Agile Toolkit Adapting agile practices to your development organization Uncovering and eradicating waste throughout the software development lifecycle Practical techniques for every development manager, project manager, and technical leader Lean software development: applying agile principles to your organization In Lean Software Development, Mary and Tom Poppendieck identify seven fundamental "lean" principles, adapt them for the world of software development, and show how they can serve as the foundation for agile development approaches that work. Along the way, they introduce 22 "thinking tools" that can help you customize the right agile practices for any environment. Better, cheaper, faster software development. You can have all three--if you adopt the same lean principles that have already revolutionized manufacturing, logistics and product development. Iterating towards excellence: software development as an exercise in discovery Managing uncertainty: "decide as late as possible" by building change into the system. Compressing the value stream: rapid development, feedback, and improvement Empowering teams and individuals without compromising coordination Software with integrity: promoting coherence, usability, fitness, maintainability, and adaptability How to "see the whole"--even when your developers are scattered across multiple locations and contractors Simply put, Lean Software

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Development helps you refocus development on value, flow, and people—so you can achieve breakthrough quality, savings, speed, and business alignment.

Customer Relations and Sales from A to Z is a complete and well-organized guide to getting and keeping government customers. This compendium covers all aspects of customer relations and sales in the aerospace, defense and technology sectors, but its principles have broad application in any business environment. Each chapter is devoted to meaningful subjects and supported by detailed references and relevant stories and anecdotes. Following each chapter is a collection of famous and often humorous quotes to illustrate specific principles and provide further insights. No matter where you work - in business development, program management or any other customer-supporting activity - Customer Relations and Sales from A to Z will improve relations with your customers and everyone you come in contact with.

The agile community has figured out how to build and then continually improve very high-performance software development teams. This is akin to creating a race car engine and then evolving it to get more power, better fuel efficiency, and greater speed. Sadly in many cases we take these great engines, put them into an organizational tractor, and then complain that we're not winning the race. What we need to do is take our great race car engines (our development teams), put them into a race car (a DevOps ecosystem), have a great pit crew and driver (an effective IT organization), and then provide somewhere to race (an organization that can leverage IT to make money). That's what this book is all about - Moving from optimizing team performance to optimizing the entire enterprise. Business agility - being an adaptive, lean, responsive, and learning organization - is the race that enterprises need to win today. Yet there is no quick fix, no silver bullet, to attain business agility. This is a multi-

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year journey requiring hard work, experimentation, and most importantly a willingness to improve. The Disciplined Agile framework lowers risks and provides a path to accelerate your journey to business agility. The framework is unique in that it is the only one that puts all the pieces together into a cohesive enterprise roadmap for business agility transformation. This book begins with an overview of the challenges and opportunities that organizations face. We then describe seven principles that provide the underpinnings of the Disciplined Agile framework. Then the book works through Disciplined Agile Delivery (how to build a world-class engine), Disciplined DevOps (the race car), Disciplined Agile IT (the race car and its team), and what it means to be a Disciplined Agile Enterprise (the racing business). The book ends with a plan for starting with an Agile transformation and then evolving into a long-term continuous improvement strategy. Do you have the discipline it takes to win the race to business agility?

Are there any constraints known that bear on the ability to perform Agile Management for Software Engineering work? How is the team addressing them? In a project to restructure Agile Management for Software Engineering outcomes, which stakeholders would you involve? How much are sponsors, customers, partners, stakeholders involved in Agile Management for Software Engineering? In other words, what are the risks, if Agile Management for Software Engineering does not deliver successfully? How does the organization define, manage, and improve its Agile Management for Software Engineering processes? What are the business goals Agile Management for Software Engineering is aiming to achieve? Defining, designing, creating, and implementing a process to solve a business challenge or meet a business objective is the most valuable role... In EVERY company, organization and department. Unless you are talking a one-

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time, single-use project within a business, there should be a process. Whether that process is managed and implemented by humans, AI, or a combination of the two, it needs to be designed by someone with a complex enough perspective to ask the right questions. Someone capable of asking the right questions and step back and say, 'What are we really trying to accomplish here? And is there a different way to look at it?' For more than twenty years, The Art of Service's Self-Assessments empower people who can do just that - whether their title is marketer, entrepreneur, manager, salesperson, consultant, business process manager, executive assistant, IT Manager, CxO etc... - they are the people who rule the future. They are people who watch the process as it happens, and ask the right questions to make the process work better. This book is for managers, advisors, consultants, specialists, professionals and anyone interested in Agile Management for Software Engineering assessment. All the tools you need to an in-depth Agile Management for Software Engineering Self-Assessment. Featuring 616 new and updated case-based questions, organized into seven core areas of process design, this Self-Assessment will help you identify areas in which Agile Management for Software Engineering improvements can be made. In using the questions you will be better able to: - diagnose Agile Management for Software Engineering projects, initiatives, organizations, businesses and processes using accepted diagnostic standards and practices - implement evidence-based best practice strategies aligned with overall goals - integrate recent advances in Agile Management for Software Engineering and process design strategies into practice according to best practice guidelines Using a Self-Assessment tool known as the Agile Management for Software Engineering Scorecard, you will develop a clear picture of which Agile Management for Software Engineering areas need attention. Included with

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your purchase of the book is the Agile Management for Software Engineering Self-Assessment downloadable resource, which contains all questions and Self-Assessment areas of this book in a ready to use Excel dashboard, including the self-assessment, graphic insights, and project planning automation - all with examples to get you started with the assessment right away. Access instructions can be found in the book. You are free to use the Self-Assessment contents in your presentations and materials for customers without asking us - we are here to help.

Four distinct cultural shifts have changed the way over 160MM consumers now expect to interact with brands. These shifts have created a new model for engaging consumers. This model shows readers how to build brand currency and turn static marketing efforts into dynamic and engaging consumer interaction.

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